

Make a Final Dash

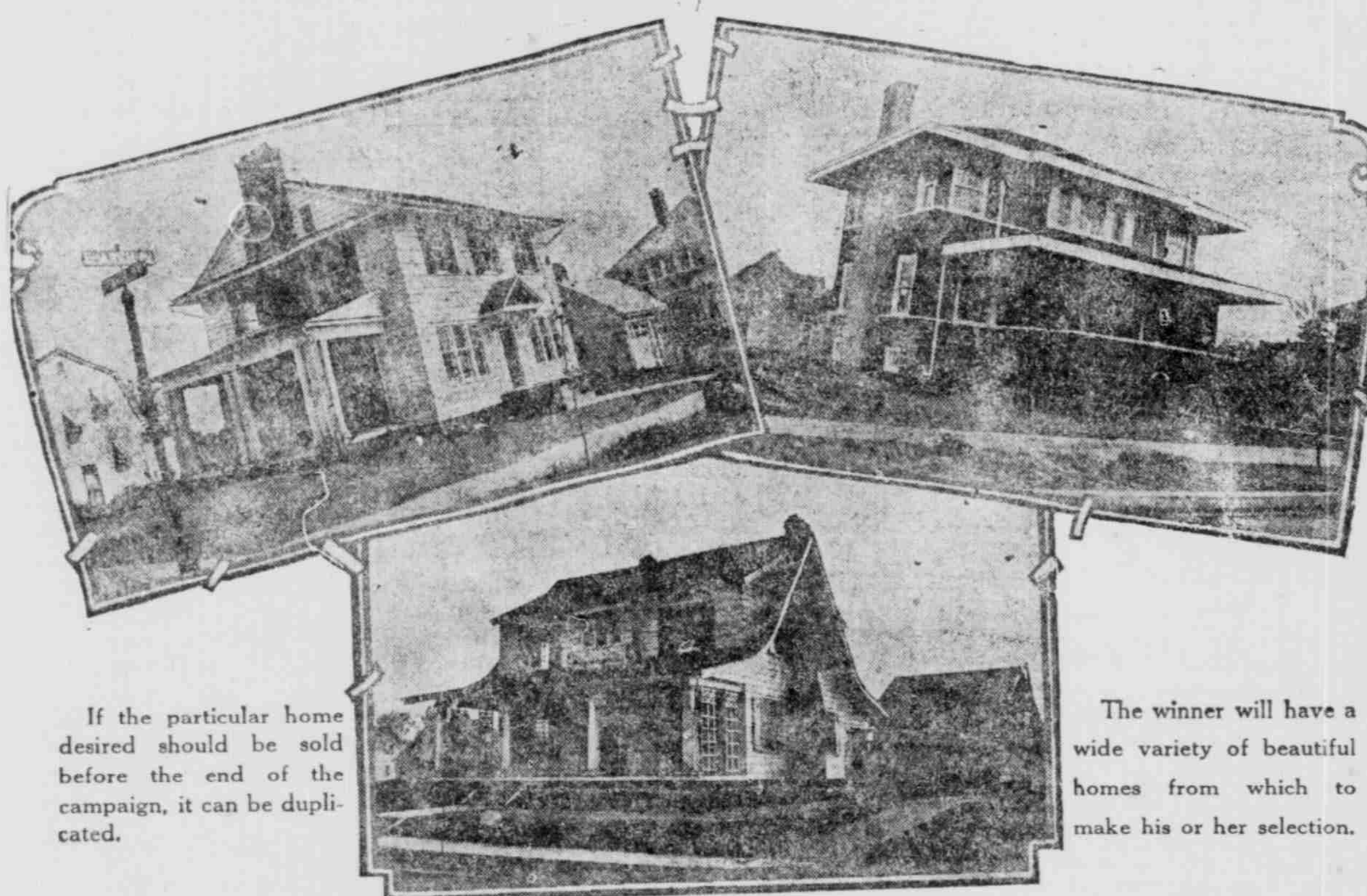
SALESMANSHIP CLUB BANNER FALLS

One Week From Tonight--10 P. M. Saturday, Aug. 13

**"SPEED UP" EXTRA CREDIT OFFER
ENDS AT 10 P. M. TONIGHT**

FIRST AWARD--\$5,000 Home

This goes to the member who proves to be the Best Salesman or Saleswoman and who therefore finishes in first place



If the particular home desired should be sold before the end of the campaign, it can be duplicated.

The winner will have a wide variety of beautiful homes from which to make his or her selection.

The above are actual photographs of some Whitcomb & Keller "Quality Built" homes. Note the individuality in design. Any one of these high grade modern homes may be selected by the winner.

This Ninety Percent Bonus Offer Ends at 10 o'clock Tonight

HOW SUBSCRIPTIONS COUNT DURING "SPEED-UP" DAYS

From July 30 to Aug. 6, Inclusive

By carrier in South Bend and Mishawaka
Morning or Evening and Sunday

Time	Amount	New	Credits	Old
3 Months	\$ 2.60	2,850	750	
6 Months	5.20	7,600	2,000	
12 Months	10.00	19,000	5,000	
24 Months	20.00	47,500	12,500	

OUTSIDE

By carrier outside South Bend and Mishawaka and by mail
anywhere except on R. F. D. routes in first and second postal
zones.

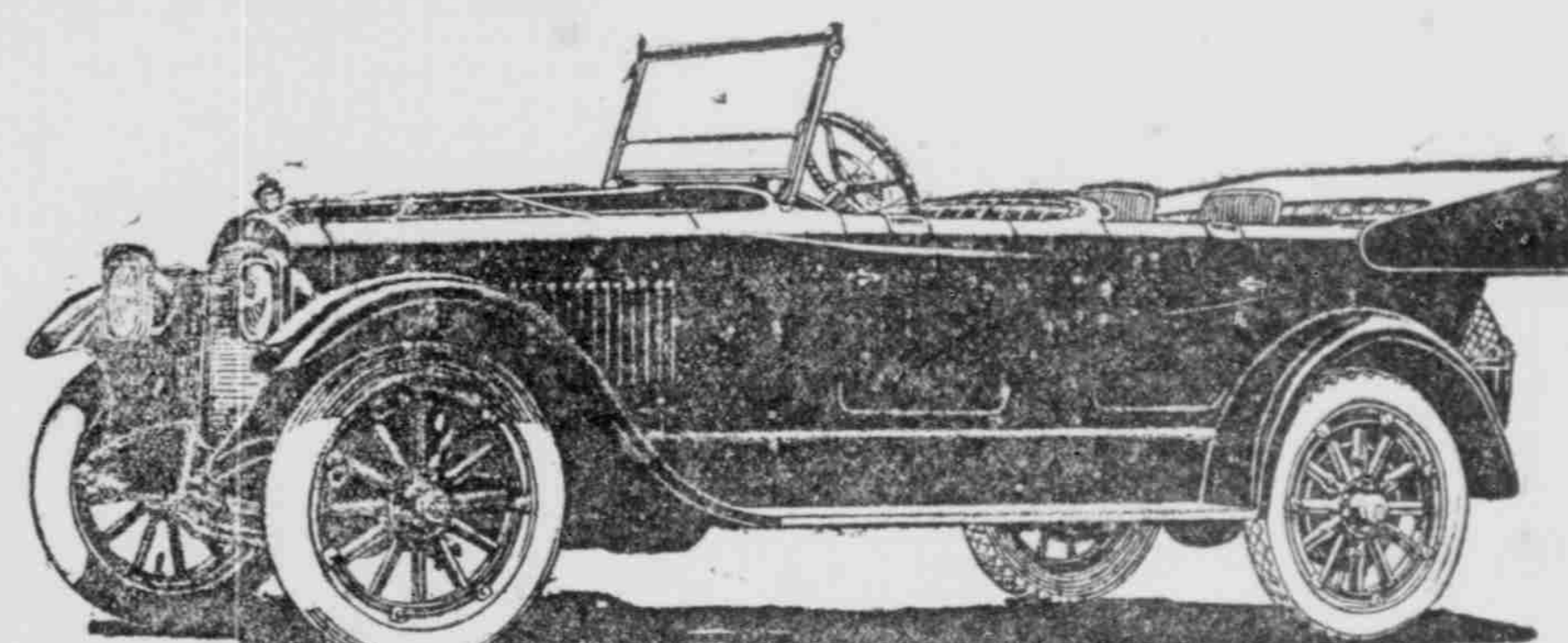
Time	Amount	New	Credits	Old
3 Months	\$ 1.95	2,280	600	
6 Months	3.90	5,700	1,500	
12 Months	7.50	14,250	3,750	
24 Months	15.00	34,200	9,000	

By mail on R. F. D. routes in first and second postal zones

Time	Amount	New	Credits	Old
3 Months	\$ 1.50	1,520	400	
6 Months	2.75	3,800	1,000	
12 Months	5.00	9,500	2,500	
24 Months	10.00	23,750	6,250	

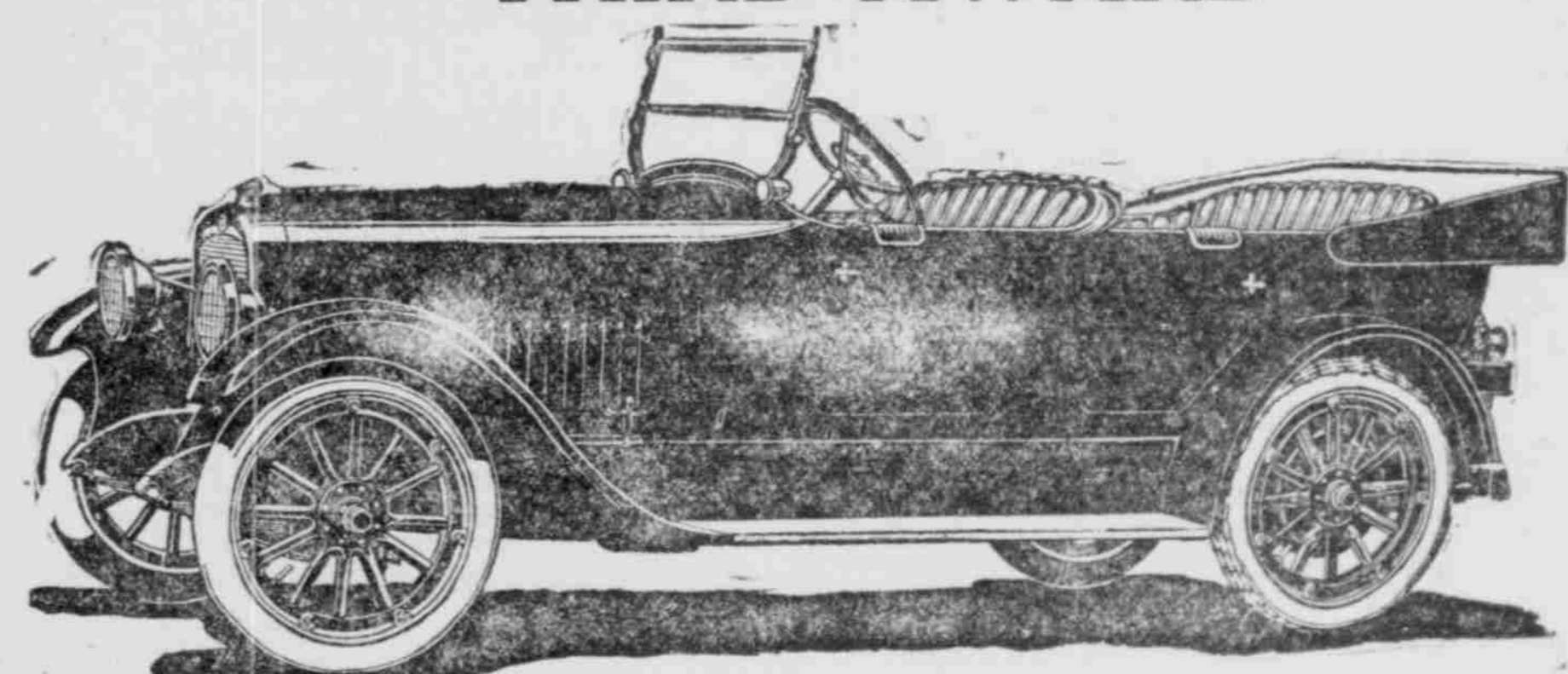
NOTE—An old subscription is one given by a person who
was receiving The News-Times by carrier or by mail when the
campaign was first announced.

SECOND AWARD



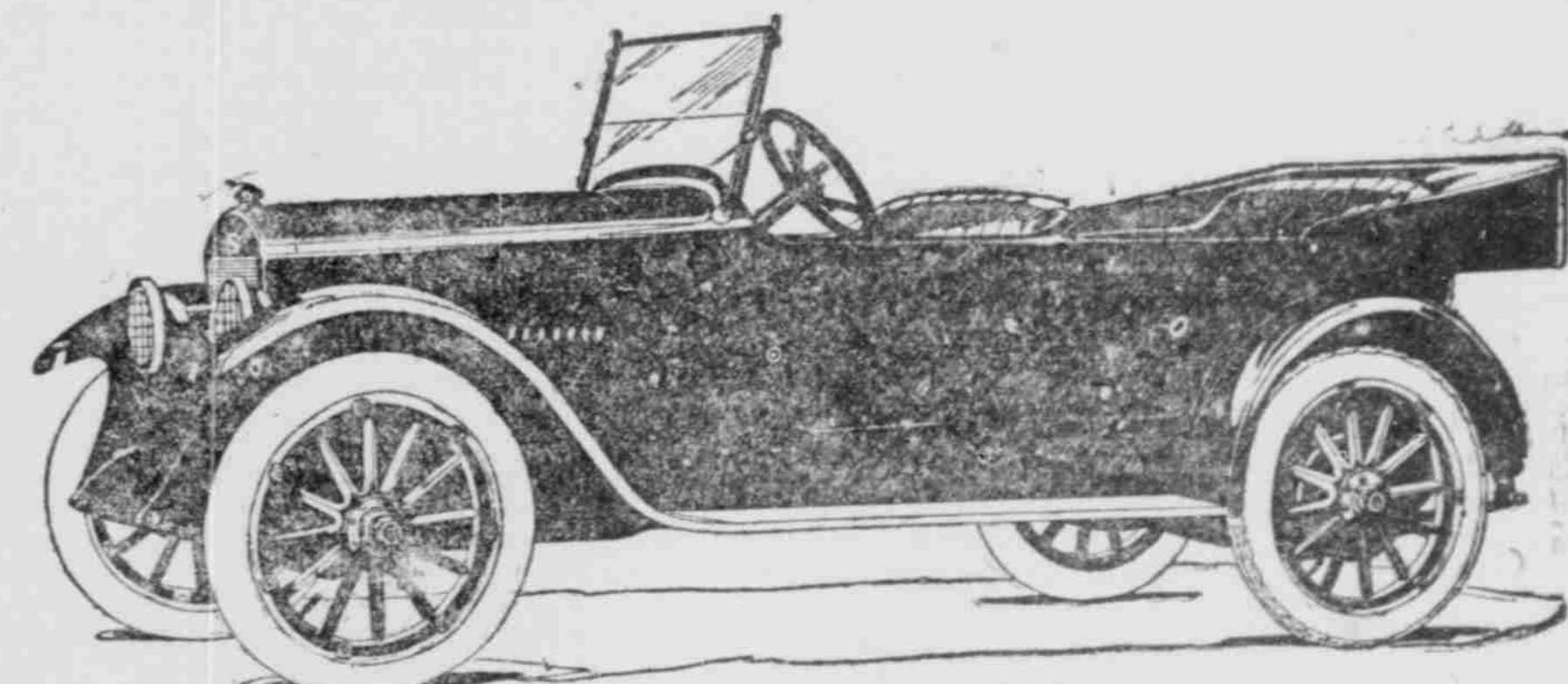
\$1985 Studebaker "Big Six" Touring Car, "Beautiful in design, thoroughly modern and mechanically right."

THIRD AWARD



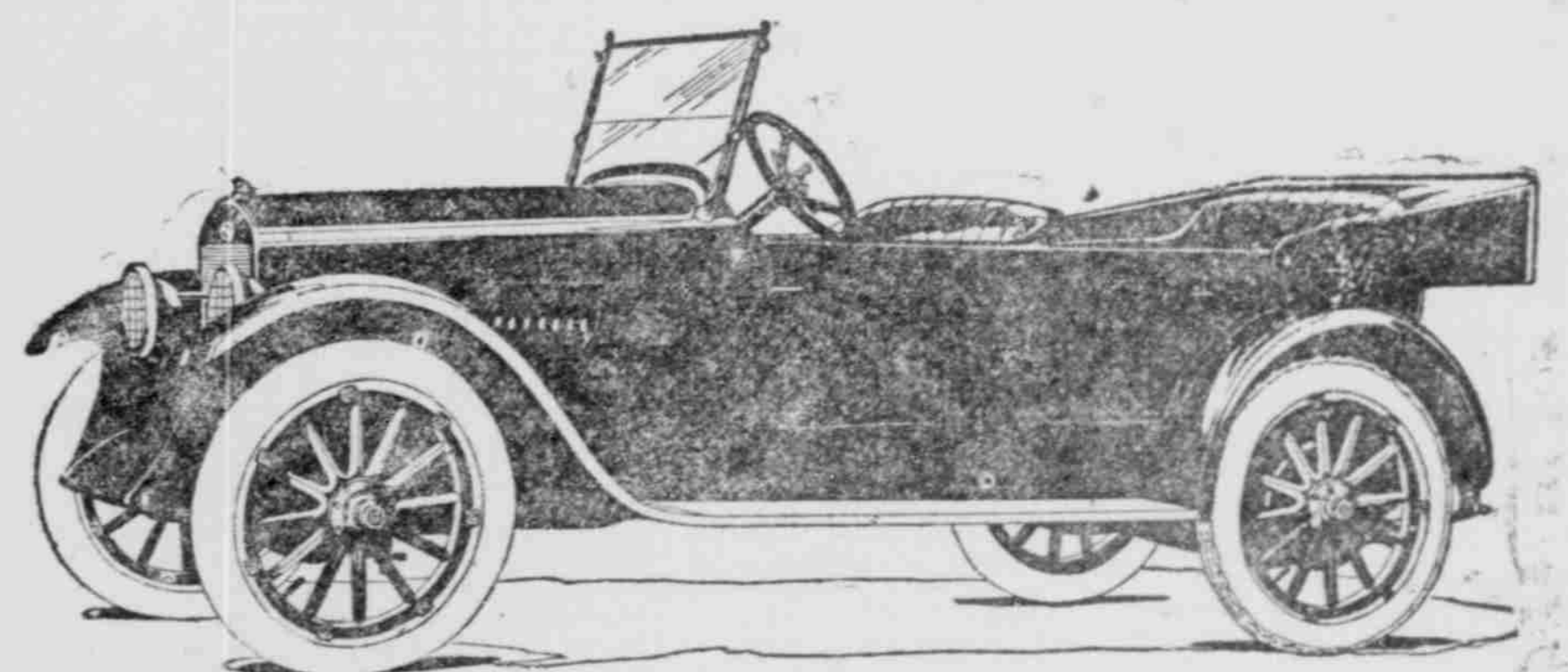
\$1635 Studebaker "Big Six" Touring Car—another of the popular models that has made South Bend famous in the motor world.

FOURTH AWARD



\$1335 Studebaker "Light Six"—"The World's Greatest Light-Weight Automobile."

FIFTH AWARD



\$1335 Studebaker "Light Six," that any motorist can well be proud to own and drive.



Now Get Out and Hustle!!